

Message Text

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PAGE 01 MANAGU 00819 180853Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 INR-10 CIAE-00 /033 W
-----090235 182108Z /64

R 171949Z FEB 78
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 5770

UNCLAS MANAGUA 0819

E.O. 11652: N/A
TAGS: BBSR, PINR, NU
SUBJECT: WTDR/FTI TRACTORES, REPUESTOS, Y ACCESORIOS KOMATSU, S.A.

REF: 77 USDOC 22626

1. NICARAGUA
OFFICE USE: 2. 219 3. NA 4. 01
5. TRACTORES, REPUESTOS Y ACCESORIOS KOMATSU, S.A.
6. APARTADO POSTAL 836; KM 4-1/2 CARRETERA SUR
7. MANAGUA
8. CONTACT: MR. BENJAMIN ELIZONDO AVILES
9. TITLE: PRESIDENT
OTHER OFFICIAL: ING. CARLOS M. SIRERA, GENERAL MANAGER
10. PHONE: 60574 1. TELEX: 1422
12. CABLE: TRAKSA, MANAGUA
13. ESTABLISHED: 1976 14. EMPLOYEES: 40
15. SIZE: MEDIUM 16. REPUTATION: Y-SATISFACTORY
17. REPORT DATE: 02/78
OFFICE USE: 18. NA 19. NA 20. X 21. NA 22. ASD
23A. 35370/135 RETAILER, DISTRIBUTOR, IMPORTER OF INDUSTRIAL TRAC-
TORS AND PARTS;
23B. 36210/135 RETAILER, DISTRIBUTOR, IMPORTER OF GENERATORS;
23C. 35361/135 RETAILER, DISTRIBUTOR, IMPORTER OF HOISTS;
23D. 35318/135 RETAILER, DISTRIBUTOR, IMPORTER OF BULLDOZERS;
23E. 35317/135 RETAILER, DISTRIBUTOR, IMPORTER OF TRACTOR SHOVEL
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LOADERS, FRONT END LOAD;
23F. 35319/135 RETAILER, DISTRIBUTOR, IMPORTER OF CONSTRUCTION MACH-
INERY PARTS;
23G. 35231/135 RETAILER, DISTRIBUTOR, IMPORTER OF WHEEL TRACTORS
AND ATTACHEMENTS;
24. FOREIGN SALES: LOCAL ONLY
25. FINANCIAL REFERENCES: BANCO NICARAGUENSE, APARTADO POSTAL 549;

BANK OF AMERICA N.T. & S.A., APARTADO POSTAL 2409; CITIBANK, APARTADO POSTAL 3102; BANCO DE CENTROAMERICANA, APARTADO POSTAL 4659; ALL IN MANAGUA.

26. TRADE REFERENCES: SAME A ITEM 27 BELOW.

27. FOREIGN FIRMS REPRESENTED: MITSUI & CO., TOKYO, JAPAN, EXCLUSIVE DISTRIBUTION OF CONSTRUCTION MACHINERY; VALMET DO BRASIL S.A., SAO PAULO, BRAZIL, EXCLUSIVE DISTRIBUTION OF AGRICULTURAL TRACTORS.

28. POST EVALUATION: TRACTORES, REPUESTOS Y ACCESORIOS KOMATSU S.A., ALSO KNOWN AS TRAKSA, WAS ESTABLISHED IN NOVEMBER 1976 TO IMPORT AND DISTRIBUTE CONSTRUCTION AND AGRICULTURAL MACHINERY AND SUPPLIES IN NICARAGUA. THE FIRM AT THE PRESENT DISTRIBUTES THE PRODUCTS OF TWO MAJOR FOREIGN CONCERNS: MITSUI'S AMPLE LINE OF KOMATSU CONSTRUCTION, MINING AND INDUSTRIAL MACHINERY AND SUPPLIES; AND VALMET DO BRAZIL'S LINE OF AGRICULTURAL TRACTORS AND INDUSTRIAL FORK-LIFTS WHICH IT ACQUIRED IN LATE 1977. THE EMBASSY UNDERSTANDS, HOWEVER, THAT THE FIRM IS INTERESTED IN EXPANDING ITS PRODUCT LINES AND THAT IT IS PRESENTLY CARRYING-OUT CONVERSATIONS ON THIS RESPECT WITH A LARGE US COMPANY. TRAKSA'S FACILITIES INCLUDE PRINCIPAL OFFICES, A MAINTENANCE SHOP AND SIX AMPLE WAREHOUSES-ALL IN THE CITY OF MANAGUA. IT REPORTS A PRESENT INVENTORY OF APPROXIMATELY US\$1.8 MILLION WORTH OF EQUIPMENT. IT ALSO REPORTS PRESENT WORKING CAPITAL OF US \$1.5 MILLION, A NET WORTH OF US\$635,000, AND AN ANNUAL VOLUME OF BUSINESS OF US\$2.6 MILLION (OF WHICH FIFTY PERCENT REPRESENTS SALES ON A COMMISSION BASIS.) THE MANAGER OF TRAKSA REPORTS THAT MOST OF ITS SALES ARE TO AGRO-INDUSTRIAL CONCERNS AND TO FIRMS IN THE FOR-

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ESTRY AND CONSTRUCTION BUSINESS. HE ALSO INDICATED THAT TRAKSA HAS MORE CUSTOMERS IN THE PRIVATE SECTOR THAN IN THE GOVERNMENT, BUT THAT THE LATTER BUYS IN GREATER VOLUME FROM THEM. INDEED, IN AUGUST 1977 TRAKSA DELIVERED TO THE NICARAGUAN MINISTRY OF PUBLIC WORKS 179 KOMATSU TRACTORS, LOADERS, BULLDOZERS AND OTHER CONSTRUCTION MACHINERY AND SUPPLIES AS PART OF A US\$18.4 MILLION CONTRACT AWARDED A FEW MONTHS EARLIER. THE STOCKHOLDERS OF THE TRAKSA ARE REPORTED TO BE MESSRS. BENJAMIN ELIZONDO, FAUSTO AMADOR AND DR. JOAQUIN SACASA. THESE PERSONS, HOWEVER, MAY OWN SUCH STOCK IN REPRESENTATION OF GENERAL ANASTASIO SOMOZA DEBAYLE, PRESIDENT OF NICARAGUA AND CHIEF OF ARMED FORCES, AND MEMBERS OF HIS IMMEDIATE FAMILY. MRR. ELIZONDO IS GENERAL MANAGER OF A. SOMOZA & CIA. LTDA., A HOLDING COMPANY FOR VARIOUS AUTOMOBILE DISTRIBUTION FIRMS (MERCEDES BENZ, CITROEN) OWNED BY GEN. SOMOZA. MR. AMADOR IS GENERAL MANAGER OF VARIOUS SOMOZA-OWNED ENTERPRISES INCLUDING THE AGRICULTURAL HOLDING COMPANY CENTRAL DE INGENIOS & ANEXOS S.A., AND NICARAGUA'S STEAMSHIP COMPANY MAMENIC LINE. DR. SACASA, AN ATTORNEY, ACTS AS ECONOMIC AND FINANCIAL ADVISOR TO GEN. SOMOZA. A LOCAL BANK REPORTS A SATISFACTORY EXPERIENCE WITH THE FIRM IN THE HANDLING OF A SUBSTANTIALLY LARGE CHECKING ACCOUNT. THE BANK ADDS THAT THE FIRM HAS RECENTLY REQUESTED A LINE OF CREDIT FOR A MEDIUM SEVEN-DIGIT FIGURE IN NICARAGUAN CORDOBAS (EXCHANGE RATE: 7CORDOBAS EQUAL 1US\$) WHICH THE

BANK IS PRESENTLY CONSIDERING. THE EMBASSY CONSIDERS THE FIRM A
SATISFACTORY TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

29. PREPARED BY:RJMONTES APPROVED BY:PAHAIGH
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Draft Date: 17 feb 1978
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Handling Restrictions: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3563064
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI TRACTORES, REPUESTOS, Y ACCESORIOS KOMATSU, S.A.
TAGS: BBSR, PINR, NU
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/9ff5a2d4-c288-dd11-92da-001cc4696bcc
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